

BEFORE THE  
POSTAL REGULATORY COMMISSION  
WASHINGTON, DC 20268-0001

Competitive Product Prices  
Parcel Select  
Parcel Select Contract 7

Docket No. MC2013-59

Competitive Product Prices  
Parcel Select Contract 7 (MC2013-59)  
Negotiated Service Agreement

Docket No. CP2013-80

PUBLIC REPRESENTATIVE COMMENTS ON  
POSTAL SERVICE REQUEST TO ADD  
PARCEL SELECT CONTRACT 7  
TO COMPETITIVE PRODUCT LIST

(September 10, 2013)

The Public Representative hereby provides comments pursuant to Order No. 1826.<sup>1</sup> In that Order, the Commission established the above referenced docket to receive comments from interested persons, including the undersigned Public Representative, on a Postal Service Request to add Parcel Select Contract 7 to the competitive product list.<sup>2</sup> The Postal Service's Request includes a Statement of Supporting Justification, a certification of compliance with 39 U.S.C. § 3633(a) and proposed changes to the Mail Classification Schedule competitive product list. The Postal Service also filed (under seal) a contract related to the proposed new product, a copy of Governors' Decision No. 11-6 and supporting financial data.

---

<sup>1</sup> Notice and Order Concerning the Addition of Parcel Select Contract 7 to the Competitive Product List, September 3, 2013 (Order No.1826).

<sup>2</sup> Request of the United States Postal Service to Add Parcel Select Contract 7 to Competitive Product List and Notice of Filing (Under Seal) of Unredacted Governors' Decision, Contract, and Supporting Data, August 30, 2013 (Request).

According to the Postal Service, Parcel Select Contract 7 is a competitive product “not of general applicability” within the meaning of 39 U.S.C. § 3632(b)(3). Request at 1. The Postal Service also maintains that the prices and classification underlying the instant contract are supported by Governors’ Decision No. 11-6.<sup>3</sup>

On September 4, 2013 the Commission issued the Chairman’s Information Request No. 1 (CHIR No.1) and requested the Postal Service to clarify the record by responding to written questions. On September 9, 2013 the Postal Service filed a response to CHIR No.1 (Response)<sup>4</sup>.

## COMMENTS

The Public Representative has reviewed the instant contract, the Statement of Supporting Justification and the financial data filed under seal that accompanies the Postal Service’s Request. The Public Representative concludes that Parcel Select Contract 7 should be categorized as a competitive product and added to the competitive product list. In addition, based on the financial workpapers filed by the Postal Service, it appears that the contract in its first year is expected to generate sufficient revenues to cover costs and thereby satisfy the requirements of 39 U.S.C. § 3633(a).

*Product List Assignment.* Pursuant to 39 U.S.C. § 3642, the Postal Service requests that Parcel Select Contract 7 be added to the competitive product list. 39 U.S.C. § 3642 requires the Commission to consider whether “the Postal Service exercises sufficient market power that it can effectively set the price of such product substantially above costs, raise prices significantly, decrease quality, or decrease output, without risk of losing a significant level of business to other firms offering similar products.” 39 U.S.C. § 3642(b)(1). Products over which the Postal Service exercises such power are categorized as market dominant while all others are categorized as competitive.

---

<sup>3</sup> Decision of the Governors of the United States Postal Service on the Establishment of Prices and Classifications for Domestic Competitive Agreements, Outbound International Competitive Agreements, Inbound International Competitive Agreements, and Other Non-Published Competitive Rates, March 22, 2011 (Governors’ Decision No. 11-6).

<sup>4</sup> As part of the Response, the Postal Service admits that Paragraph I.E.3 of the contract provided in Attachment B to the Request shows the incorrect date and, therefore, the Postal Service will file the amendment to correct the error.

The Postal Service makes a number of assertions that address the considerations of section 3642(b)(1). Request, Attachment D. These assertions appear reasonable. Based upon these assertions, the Public Representative concludes that the Postal Service's Request to add Parcel Select Contract 7 to the competitive product list is appropriate.

*Requirements of 39 U.S.C. § 3633.* Pursuant to 39 U.S.C. § 3633(a), the Postal Service's rates for competitive products must not result in the subsidization of competitive products by market dominant products; ensure that each competitive product will cover its attributable costs; and, ensure that all competitive products collectively contribute an appropriate share of the institutional costs of the Postal Service. Based upon a review of the financial model filed under seal with the Postal Service's Request, it appears that the negotiated prices in the instant contract should generate sufficient revenues to cover costs during its first year and therefore meet the requirements of 39 U.S.C. 3633(a) during its first year. For the consequent years the contract terms include the adjustment of prices periodically. Request, Attachment B. It appears that the inclusion of these terms will help maintain the contract's ability to meet the requirements of 39 U.S.C. 3633(a) over the lifetime of the contract. The Public Representative is mindful that the Postal Service will file cost, revenue and volume data in each year's Annual Compliance Report. That will aid the Commission in ensuring that the Parcel Select Contract 7 continues to comply with the requirements of 39 U.S.C. § 3633(a).

The Public Representative respectfully submits the foregoing comments for the Commission's consideration.

---

Lyudmila Y. Bzhilyanskaya  
Public Representative

901 New York Ave. NW  
Washington, DC 20268-0001  
202-789-6849  
lyudmila.bzhilyanskaya@prc.gov